

Message Text

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C O R R E C T E D C O P Y T E X T (P A R A 4 & 5)

USDOC FOR BEWT

VIENNA FOR TRADE FAIR SUPPORT OFFICE/VONTILLIUS

E.O. 11652: N/A
TAGS: ETRD, BEXP, GE
SUBJECT: 1978 FALL FAIR OPENS IN LEIPZIG

1. HIGHLIGHT OF OPENING DAY (SEPTEMBER 3) OF THE
LEIPZIG FALL FAIR WAS THE VISIT OF A PARTY AND STATE
DELEGATION, HEADED BY COUNCIL OF STATE CHAIRMAN
HONECKER, TO THE U.S. DEPARTMENT OF COMMERCE SPONSORED
COMMERCIAL EXHIBITION. THE AMBASSADOR RECEIVED
HONECKER, INFORMING HIM THAT THE PARTICIPATION OF
MORE THAN FORTY U.S. FIRMS AT THE FAIR REFLECTS THE EFFORTS
OF THE UNITED STATES TO PROMOTE MUTUAL UNDERSTANDING,
EXPAND CONTACTS AND FOSTER COOPERATION AND FRIENDLY
TIES WITH THE GDR. THE AMBASSADOR INTRODUCED JEROME
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OTTMAR, CHAIRMAN OF THE US-GDR TRADE AND ECONOMIC
COUNCIL, WHO WAS PRESENT AT THE STAND, AND GUIDED
HONECKER ON A BRIEF TOUR BY THE BOOTHS OF THE SIX
AMERICAN CHEMICAL COMPANIES REPRESENTED IN THE EXHIBITION.

2. THE VISIT WAS EXTENSIVELY COVERED IN THE GDR PRESS.
NEUES DEUTSCHLAND PUBLISHED A DETAILED ACCOUNT OF THE

VISIT ACCOMPANIED BY A PHOTOGRAPH OF THE AMBASSADOR GREETING HONECKER IN FRONT OF THE BOOTH OF THE FARREL COMPANY OF ANSONIA, CONNECTICUT. NEUES DEUTSCHLAND CHARACTERIZED THE DISCUSSION AS FRIENDLY IN TONE; AND DREW ATTENTION TO THE AMBASSADOR'S CONGRATULATION ON THE SUCCESSFUL FLIGHT OF A GDR COSMONAUT AND THE AMBASSADOR'S FAVORABLE REFERENCE TO THE DRESDEN EXHIBIT NOW TOURING THE UNITED STATES. HONECKER WAS QUOTED AS EXPRESSING HOPE THAT CULTURAL CONTACTS WOULD HELP OPEN THE WAY FOR EXPANDED ECONOMIC AND SCIENTIFIC COOPERATION.

3. A LUNCHEON BY THE AMBASSADOR IN LEIPZIG SEPTEMBER 4 WAS ATTENDED BY LEADING GDR TRADE AND ECONOMIC CONTACTS, INCLUDING STATE SECRETARY FOR FOREIGN TRADE BEIL, THE PRESIDENT OF THE FOREIGN TRADE BANK, AND THE HEADS OF SEVERAL OF THE GDR'S LARGEST INDUSTRIAL ENTERPRISES. IN AN EXCHANGE OF TOASTS WITH BEIL, THE AMBASSADOR EMPHASIZED HIS SUPPORT FOR ECONOMIC, SCIENTIFIC AND FINANCIAL COOPERATION AS A MEANS OF DEVELOPING BILATERAL RELATIONS AND EXPRESSED HOPE THAT THE BASIS FOR US-GDR RELATIONS COULD BE STRENGTHENED IN THE COMING MONTHS. IN RETURNING THE TOAST, AND IN PRIVATE REMARKS, BEIL SAID THAT THE U.S. AND THE GDR SHOULD CONTINUE TO BUILD RELATIONS DESPITE WHAT HE TERMED A "COMPLICATED ENVIRONMENT"--AN OBLIQUE REFERENCE TO DIFFICULTIES IN THE US-SOVIET RELATIONSHIP.
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4. ON SEPTEMBER 4, THE AMBASSADOR RECEIVED SOVIET MINISTER OF ELECTRICAL INDUSTRY ANTONOV ACCCOMPANIED BY A DELEGATION OF ABOUT SIX. ANTONOV WAS AFFABLE, BUT QUICKLY ZEROED IN ON U.S. EXPORT LICENSING POLICY AND THE TRADE ACT BARRIERS TO EXPANDED US-SOVIET TRADE. THE AMBASSADOR EXPLAINED BRIEFLY THE REQUIREMENTS OF THE TRADE ACT AND DISCUSSED THE ROLE OF PUBLIC OPINION IN THE UNITED STATES IN CREATING AN ATMOSPHERE CONDUCIVE TO THE DEVELOPMENT OF RELATIONS.

5. ON SEPTEMBER 5 A DELEGATION HEADED BY DIRDCTOR-GENERAL NITZSCHE OF FTO CHEMIE EXPORT-IMPORT TOURED THE COMMERCIAL EXHIBITION. IN THE COURSE OF THE DELEGATION'S ROUNDS, EXHIBITORS HAD AN OPPORTUNITY TO DIRECT HIGH-LEVEL GDR ATTENTION TO BUSINESS PROPOSALS THEY HAD BROUGHT TO LEIPZIG.

6. EXHIBITORS HAVE INDICATED THEIR SATISFACTION AT THE RESULTS OF THEIR PARTICIPATION SO FAR. AMTEL-LITWIN IS PURSUING CONTRACTS, AT VARIOUS STAGES OF NEGOTIATION, ON THREE DIFFERENT CHEMICAL PROJECTS WITH

A TOTAL VALUE OF OVER \$300 MILLION, WHILE FARREL IS PURSUING A CONTRACT FOR CONSTRUCTION OF A RUBBER COMPOUNDING PLANT IN WALTERSHAUSEN FOR \$60 MILLION. POLKADOT MANUFACTURING, THE U.S. FIRM NEWEST TO THE GDR MARKET, HAS HAD A NUMBER OF DISCUSSIONS CONCERNING POSSIBLE SALE OF SYNTHETIC OIL, INCLUDING CONTACTS WITH POSSIBLE END-USER ENTERPRISES. POLANSKY

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